





IT'S  
INTERIOR  
IS LUXU-  
RIOUS,  
TOO.



SHE LIVES  
ON A HIGH  
FLOOR OF  
ONE OF  
SAPPORO'S  
TOP-GRADE  
CONDOMINI-  
UMS.



SHE'S  
LIKE A  
SUPER  
CELEBRITY.

YASUBAHIRA-  
SAN SEEMS  
TO BE VERY  
RICH.



SHE'S AN  
INSURANCE  
AGENT, BUT  
DO THEY MAKE  
A LOT OF  
MONEY?



YOUR  
NAME IS  
ZAIZEN-  
KUN?



ENJOY.

THANK  
YOU VERY  
MUCH



YES...



...A TEACHER  
AT KITA HIGH  
SCHOOL?

IS YOUR  
FATHER...



HUH?



YOU  
LOOK  
JUST  
LIKE  
HIM.

I  
KNEW  
IT!



YOU  
KNOW MY  
FATHER?



I'VE  
SPOKEN A  
LOT TO  
ZAIZEN-SENSEI  
ABOUT  
INSURANCE.

I GO TO  
KITA HIGH  
SCHOOL  
OFTEN ON  
BUSINESS.

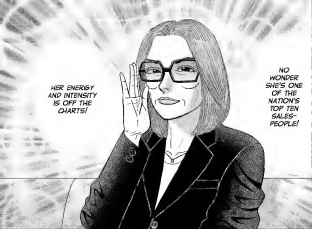


I THOUGHT  
MAYBE  
YOU WERE  
ZAIZEN-  
SENSEI'S  
SON.

I CLUED IN  
THE MOMENT  
SHIN-CHAN  
INTRODUCED  
ME TO YOU.





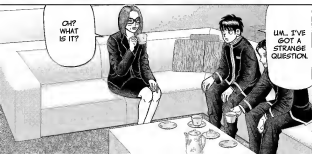


HER ENERGY  
AND INTENSITY  
IS OFF THE  
CHARTS!

NO  
WONDER  
SHE'S ONE  
OF THE  
NATION'S  
TOP TEN  
SALES-  
PEOPLE!



MAYBE  
MY FATHER  
IS GETTING  
INSURANCE  
SHOVED  
DOWN HIS  
THROAT...



OH?  
WHAT  
IS IT?

UM, I'VE  
GOT A  
STRANGE  
QUESTION.





A woman with shoulder-length hair and glasses is shown from the chest up. She has a slight, knowing smile on her face.

...REFUSES  
TO BUY  
INSURANCE.

YOUR  
FATHER...

A young man with short dark hair and a serious expression is shown from the chest up. He is wearing a dark jacket with a white collar.

OH,  
I SEE.

The woman from the first panel is shown again, looking slightly to the side and gesturing with her hand. The background shows a city skyline at night.

BUT I  
THINK HE  
SHOULD  
PURCHASE  
IT, JUST IN  
CASE.

The young man is shown from the chest up, looking directly forward with a surprised or concerned expression. His mouth is slightly open.

"JUST  
IN  
CASE"?



THAT'S  
RIGHT.



JUST IN  
CASE, AS IN  
A 1 IN 10,000  
CHANCE?



BUT A 1  
IN 10,000  
CHANCE IS  
A LOW  
PROBABILITY.



I SEE.  
NOW I  
GET IT.



NOT IN A  
GENERAL  
SENSE.

NOT  
REALLY.



OH... IS  
THAT  
SO.



YOU  
THINK  
SO?



YOU'RE  
JUST LIKE  
YOUR  
FATHER.



WHERE DO  
YOU LIVE,  
ZAIKEN-KUN?  
I'LL DRIVE  
YOU HOME.



OH, IT'S  
GOTTEN  
DARK  
ALREADY.



OKAY...



TAKE HER  
UP ON IT.  
I LIVE  
CLOSE  
ENOUGH  
TO WALK.

UH,  
BUT...







IT'S SELF-  
EMPLOYMENT,  
ESSENTIALLY.

WE INSURANCE  
SALESPeOPLE  
WORK ON  
COMMISSION,  
UNLIKE OFFICE  
EMPLOYEES  
WITH A FIXED  
INCOME.



YOU MAKE A  
LIVING ON A  
PERCENTAGE  
OF THE  
BUSINESS  
YOU DO.

YOU ENTER A  
CONTRACT WITH  
THE INSURANCE  
COMPANY AND  
ESTABLISH A  
BUSINESS USING  
YOUR OWN  
NAME.



THE MORE  
CONTRACTS  
YOU GET  
CUSTOMERS  
TO SIGN,  
THE MORE  
COMMISSION  
YOU GET.  
THE SKY'S  
THE LIMIT.

COMMISSION  
IS GUARANTEED  
FOR THE FIRST  
FEW YEARS,  
BUT YOU'RE  
COMPLETELY  
ON YOUR OWN  
AFTER THAT.



FOR EXAMPLE, EVEN  
THOUGH THE MONTHLY  
INSURANCE PAYMENT IS  
20,000 YEN, THE TERM  
LIFE INSURANCE WITH  
PAYOFF 20 MILLION  
YEN HAS A HIGHER  
PERCENTAGE THAN  
WHOLE LIFE INSURANCE  
WITH PAYOFF OF 10  
MILLION YEN.

## TERM LIFE INSURANCE

## WHOLE LIFE INSURANCE

THE  
CUSTOMERS'  
STANDARD OF  
EVALUATION IS  
BASED ON THE  
GUARANTEED  
MONEY AT  
THE TIME OF  
DEATH, NOT  
THE MONTHLY  
FEE.



IT'S THE  
BEST WAY  
FOR A WOMAN  
TO MAKE A  
LIVING.

THAT'S  
WHY PEOPLE  
DESPERATELY  
PURCHASE  
INSURANCE.



WHICH  
MEANS HER  
ANNUAL  
INCOME MUST  
EXCEED  
MY OUTSIDE  
ESTIMATE OF  
20 TO 30  
MILLION.

I SEE...







